



BUICK CLUB OF AMERICA

P.O. Box 401927 • Hesperia, California • 92340-1927

MINUTES BCA BOARD OF DIRECTORS MEETING SATURDAY, SEPTEMBER 17, 1994

The meeting was held at the California Credit Union League. It was called to order at 12:28 PM by President Dorrان Smith. Board members present were: Karen Collin, Bruce Andren, Ed Ingram, Dick Schoppe, Lyle Marshall, Al Eichelberger, Dale Osstyn and Carol Derbin. Also present were Bugle Editor-Chuck Koch. Office Manager-Ual Ingram and BCA members Bruce Collin and Bill Schoening.

It was noted that September 17 is David Dunbar Buick's 140 birthday.

Future Board Meeting are set:

November 12, 1994

12 noon at the California Credit Union League
2350 S. Garey Avenue; Pomona, CA

January 14, 1994 (subject to availability of the meeting place)
12 noon at the California Credit Union League
2350 S. Garey Avenue; Pomona, CA

MOTION: Motion to accept the minutes of the July Board meeting was introduced by Dale Osstyn; seconded by Dick Schoppe; Motion carried 8-0.

Treasurer's Report-Carol Derbin

Carol stated that we would have broken even in fiscal year 1993-94 if we could have listed the \$18,000 directory cost as expensed.

She also noted that major bills that are not expensed in a given month, need to be accrued to the next month. If we don't have a bill for a given month, we need to direct the accountant to accrue an estimate, so that only a minor adjustment is needed for the next month's budgeting.

Ual Ingram noted that the stockroom revenues will be down as sale items are turned over to the chapters and that this should be considered in the creation of future budgets.

The 1994 National host chapter (Georgia) is still working on reimbursing the BCA for trophies awarded at the 1994 meet. It was suggested that the deadline for trophy repayment may need to be extended to the November board meeting in the future.

The Board will follow up with the Phoenix Chapter regarding a repayment plan for the trophies for the 1993 National Meet.

MOTION: Motion to accept the treasurer's report Schoppe; seconded by Ingram; motion carried: 8-0.

Carol mentioned that there was a large block of money sitting in the checking account due to heavy spring renewals. She recommended that the account should be maintained at \$40,000 to \$50,000 and that the excess be invested in an interest earning account until it was needed.

MOTION: A motion that \$40,000 be moved from the checking account into some type of short term interest bearing account; such as a C D or Market Interest Account, as soon as possible, was introduced by Eichelberger, seconded by Derbin. Motion carried 8-0.

Board members Ingram, Andren and Collin were appointed as the Financial Committee by President Smith to research and act upon this item.

Office Report-Dal Ingram

	June 94	July 94	August 94
New Members-	115	102	96
Renewals-	680	384	595
Stockroom sales-	\$800	\$302	\$259
Total Deposits-	\$27087	\$16987	\$24694

Dal also requested putting the idea of plastic membership cards on hold due to the expense and the lack of interest seen at the General Membership meeting.

The number of new members per month has been 96-100. There was a slight increase noted due to the new ad being published in Hemmings. This redesigned ad will begin being used in Old Cars shortly.

Dal requested an allocation of at most \$500 to purchase an external modem to facilitate the transfer of data from the data processor to her computer. Currently the data transfer is being done via disk and has had continual difficulties. This past month, she could not enter data for 10 days. The modem would allow weekly updates. This will not be an open modem, it will only be attached at the time of use, taking the office phone out of service for a short time once a week.

MOTION: A motion to allocate up to \$500 to purchase a 1440 baud modem and necessary communications software for the office was introduced by Schoppe; seconded by Marshall; motion carried 8-0.

The office has received some feedback from members concerning the BCA mailing list being provided to BCA Board approved companies, such as Buick.

Some of the messages have been obscene. The consensus of the board members at this meeting and those BCA members at the BCA General Membership meeting is that providing each member with the option of deletion from the mailings via a postcard to BCA Office allows those members who do not wish to be included in such mailings the option to opt out of the mailings by simply notifying the BCA Office.

REGIONAL COORDINATORS REPORT-Given by Carol Derbin in the absence of Ron DeGroff

Steve Kelly is the new director of the Heartland Region. The Gopher State Chapter is back into funding that region. The Fireball Chapter will host the 1996 Heartland Regional. There were 290 cars at this year's Heartland Regional, 117 of them were judged, 70 trophies awarded.

CHAPTER COORDINATORS REPORT-Carol Derbin

The Chapter Coordinators Communiqué will be sent out 3 times per year.

All newsletters being received by President Smith are being brought to the board meetings for board members to review. President Smith is reading all newsletters and passing on all vital information to the appropriate officers. It was suggested that each board member take a block of newsletters to read to become more familiar with the membership's concerns.

A gentleman in Edmonton, Alberta, Canada has requested information about forming a BCA Chapter. Ed Ingram volunteered to contact J C Taylor concerning the possible insurance problems that this could create and report back to the board at the November meeting. It was also mentioned that should this be feasible, a bylaw amendment would probably be necessary before proceeding.

BUGLE EDITORS REPORT-Chuck Koch

The bugle ended the 1993-94 year \$630 over budget.

Currently the July and August Bugles came in about \$2800 under budget, but the October issue will be expensive due to the use of color.

Dorran Smith brought up the problem of articles, ads and tech tips being printed when their authors are no longer members of the BCA. Editor Koch needs easy access to current membership information at the time of publication.

MOTION: After consulting with the data processor, Val and Chuck are to check on the cost of acquiring a computer compatible with Val's for Chuck and report back at the November meeting. The purpose would be to facilitate transmission of data between the data processor, the BCA Office and the BCA Editor. Motion introduced by Schoppe; seconded by Collin; motion carried 8-0.

Dorran Smith also recommended that Editor Koch and Publisher Collin look at ways of streamlining the production of the Bugle. As we look at purchasing equipment we need to become as compatible as possible.

Bruce Andren asked if there was a possibility of shortening the amount of time it takes for an ad to appear in the Bugle. Editor Koch explained the Bugle's production process to the board and why it is so time consuming. He does not think that it can be shortened by any significant amount of time. Dorran volunteered to write a president's message outlining the Bugle's production and why it takes so long.

Chuck reported that he had received generally good feedback from the members at the 94 National. Chuck submitted to the board an index of all of the articles on Buicks published in the Bugle that was compiled by John and Barbara Gerstkemper.

Chuck was congratulated by the board on the receipt of Old Cars Weekly's Golden Quill award.

The pros and cons of listing the committee chairmen in the Bugle were discussed with no action taken.

However, it was decided that although home phone numbers for some BCA officers and committee chair people would appear in the Bugle, all correspondence should be directed to the BCA Office-"ATTENTION TO."

JUDGES TRAINING-Dorran Smith for Rick Schick

The consensus of the board members present was that the training session at the 94 National went very well. The Team Captain's evaluations of their judges did help in identifying problems. The BCA Office has received only 1 complaint concerning judging at the 94 National.

12 BCA Seniors received Senior Preservation Awards (6 of those cars were driven to the meet-1 was a 36 Convertible Coupe from Pennsylvania)
117 BCA Gold, Silver or Bronze trophies were given.
26 New Seniors

Continued discussion concerning the refinement of the BCA 400 point judging process occurred.

JUDGES HANDBOOK AND DIRECTORY-Karen Collin

Attempts are being made to electronically format the data into the form necessary to produce the Handbook and Directory (Roster) without the extensive paste up needed in the past.

MOTION: A motion that we offer ads inserted throughout the Roster at \$250 per full page and \$150 per half page, including an index of ads was introduced by Collin; seconded by Eichelberger; motion carried 8-0.

The Roster will be mailed in February with the deadline for the above ads being December 1, 1994.

MOTION: That the BCA Handbook and Directory be called the ROSTER was moved by Schoppe; seconded by Derbin; motion carried 7-1.

BYLAW CHANGES:

MOTION: A motion was introduced to accept the consensus of the General Membership meeting at the July National concerning term limits for BCA Officers and Appointees:

- A. Board members could serve a total of 2 consecutive 3 year terms
- B. Appointees could serve 1 five year term
- C. Regional Directors could serve 2 consecutive 2 year terms.

It was amended that the above Bylaw change would be publicized with pros and cons in the November Bugle with a request for feedback before being acted upon at the January Board meeting. The amended motion was introduced by Collin; seconded by Marshall; motion carried 8-0.

CHAPTERS PLEASE POLL YOUR MEMBERS, DISCUSS THIS ISSUE AT A MEETING AND SEND THE RESULTS OF YOUR DISCUSSION TO THE BOARD!

MOTION: A motion to add to the Bylaws under ARTICLE VII (Chapters), a Section 7, entitled REGIONS stating that 3 or more chapters may establish a Region was introduced by Collin; seconded by Andren; motion carried 8-0.

MOTION: A motion add to the Bylaws ARTICLE VIII, titled Divisions, to be worded exactly as ARTICLE VII, but with the addition of a new Section 1 and the deletion of the words geographic area from Section 2 and the addition of a letter of agreement at the outset of formation added to Section 2; with vote to be taken at November Board meeting was introduced by Collin; seconded by Derbin; motion carried 7-1.

NOTE PROPOSED ARTICLE VIII, SECTION 1 -APPLICATION- Any group of BCA members with a clearly defined area of special interest (i.e. Skylark, Reatta, modified Buick, GN, etc.) may petition the BCA Board of Directors for permission to establish a Division of the BCA and the BCA Board of Directors in its sole discretion may grant or deny such application.

MEMBERSHIP COMMITTEE:

We still need to continue to try to increase membership. It was suggested that the submission of articles about National, Regional, and Local meets to national and local publications be encouraged to bring our club to the attention of those who are not currently members of the BCA.

It was suggested that the membership committee consider awards for those who sponsor new members.

BCA BOOTH AT HERSHEY:

Due to difficulties with the documentation required to establish a membership recruitment booth at Hershey, there will not be such a booth at this year's meet. We are required to obtain a Pennsylvania State Sales tax license and document all those working at the booth. Since no board members could be present at the booth, all were reluctant to becoming personally liable for tax and other possible liabilities.

However, BCA applications will be made available by vendors: Cecchine, Boyer, Carubas, Reeves and Krepps at both Hershey and Carlisle.

A motion to purchase a banner with BCA logo for these vendors was tabled to the next meeting, to allow investigations into price and quality.

ADVERTISING COMMITTEE- Ed Ingram

The new ad has been inserted in Hemmings through June 95 and will also be in the Lola, Hershey and Carlisle issues of Old Cars Weekly, as well as being published free in OCW's Club issue, as well as in every other issue of Old Cars Price Guide. The ad will also appear in 2 places each issue in the Old Car Trader publication but will be smaller in size, due to the double placement.

1996 NATIONAL MEET:

The 1996 National Meet Head Judge was approved as submitted to Chief Judge Mac Blair.

NATIONAL TOUR REPORT-Dick Schoppe

There seems to be a lack of interest. It looks as if it may be awhile before enough participants are willing to make this a success. The possibility of a chapter's requesting to host a tour activity rather than a National or Regional Meet was discussed.

OLD BUSINESS:

SENIOR AWARDS:

BCA Senior Awards will be mailed ASAP. The design for the tri-shield tab for the Senior Preservation award is still under discussion. Andren will bring material samples to the next board meeting for selection.

NATIONAL TROPHY:

(THE 1904 BUICK)- Due to loss of detail and other problems, a new wax master and mold of the 04 Buick need to be commissioned and trophies need to

be cast for the 95 National. Andren and Osstyn will bring bids and quality samples to the next board meeting.

REATA GROUP:

The board requested additional information concerning the responsibilities of each organization if the Reatta group chose to join the BCA. Dorran Smith will contact the Reatta group requesting that a representative of the Reatta Owner's Group come to the November board meeting prepared to discuss specifics of what they would like to do and how we could work together to make this a reality. Val Ingram will contact the West Coast Reatta Owners along the same lines. Andren will contact and will represent the interests of the 61-63 Special/Skylark Owners Group.

MBNA AFFINITY CARD:

Smith requested that each board member review the contract with MBNA and come to the November meeting prepared to discuss concerns. It was also brought out that there is some interest at the GM card to our participating in an affinity card program with the GM card. Therefore, this discussion was tabled to the November meeting.

MEMBERS PAYING DUES BY CREDIT CARD-(MERCHANT ACCOUNT):

Dorran Smith will research the possibility of enabling the BCA Office to accept dues payments via VISA and MASTERCARD, especially for foreign members. Currently the cost from one vendor(Card Establishment Services) is 2.9% (VISA) and 2.98% (MASTERCARD), with a monthly statement fee (\$5), plus a \$35 monthly fee if no transactions that month and equipment charge (purchase \$475, lease \$20 per month, 48 months). Smith will also look into the possibility of leasing the veriphone machine for 1 year with the option to buy. The results of her contacts will be presented for action at the November meeting.

Note that MBNA was rather reluctant to establish a merchant account with BCA as a part of our working with their affinity card.

FINANCIAL ADVISORY COMMITTEE: Report tabled to November meeting.

POLICY AND PROCEDURES COMMITTEE:

Bill Biche appointed as chairman by President Smith. Members Marshall and Eichelberger will work with Biche and Smith on prioritizing the duties of this committee.

President Smith requested that all board members review the Bylaws and Rules and Regulations Sections carefully before the next meeting.

LEGISLATIVE COMMITTEE REPORT-Bruce Andren

The article from Old Cars Weekly discussing the 1919 Buick that passed modern emission tests was presented to the board.

NEW BUSINESS--

BCA LICENSING AGREEMENT WITH BUICK MOTOR DIVISION:

The current licensing agreement with Buick has expired. Dorran Smith has contacted Dave Lyons at Buick and he has indicated that he does not anticipate any problems with renewing the licensing agreement. He will be meeting with Buick management on 9-26 and will get back with her after that meeting. He advised that the BCA board continue as if the agreement had not expired in the meantime.

GM AFFINITY CARD:

A letter from Garret Duorsky, Sales Promotions Manager, GM Card, addressing the possibility of a BUICK Club affiliation with the GM card, rather than MBNA was read and discussed. The GM card is in the process of developing their affinity card program and would like input from the BCA board concerning ways in which they could support the BCA, if they should decide in favor of affinity cards for organizations closely affiliated with GM.

MEET LOGO APPROVALS:

The Art work from the Metro Chapter was approved, as were the submissions from the North Texas Chapter for the 1996 National Artwork.

MOTION: A motion to approve both chapters' designs was introduced by Schoppe; seconded by Derbin; motion carried 8-0.

CHECKS AND BALANCE CHECK PRINTING:

The discussion of sales promotion materials from Checks and Balance Check printers to create checks with the BCA logo was tabled to the November meeting.

CHAPTER INQUIRY ABOUT SPONSORSHIP:

A Chapter in Las Vegas has asked if a hotel could serve as the sponsor for a car show as their local Buick dealer appears unwilling to do so. Board members suggested that the chapter could certainly pursue working with the hotel in question but recommended that they invite the local dealer to display some new Buicks at the show for publicity and to promote goodwill between the dealer and the chapter.

Ed Ingram noted that Buick Motor Division was sponsoring the San Diego Concours which benefits the American Cancer Society, in conjunction with the Orange County Chapter on October 8, 1994.

MOTION: A motion for adjournment was introduced at 9:00 PM by Schoppe; seconded by Derbin; motion carried 8-0.

The meeting was adjourned at 9:00 PM.

Respectfully submitted,


Al Eichelberger